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Set	Items	Description
S1	2253	(VIRTUAL (3N) BOOK)
S2	332	S1 AND PHONE
S3	149	S2 NOT PY>1999
S4	96	RD (unique items)
S5	20740	SUBSCRIPTION (S) (PHONE OR CELL?)
S6	2830	S5 AND (SUBSCRIPTION (S) (NEWS OR WEATHER OR STORY OR STOR- IES OR MAGAZIN?))
S7	63	S6 AND (ENCRYP? OR DECRYP?)
S8	18	S7 NOT PY>1999
S9	1543	((TEXT () MESSAG?) (7N) (NEWS OR ARTICL? OR MAGAZIN?))
S10	197	S9 NOT PY>1999
S11	23	S10 AND ((SUBSCRIBING OR SUBSCRIBES OR SUBSCRIBE OR SUBSCR- IPTION) OR (SIGNING () UP))

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4/9/10 (Item 7 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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The Softbook electronic document reader is so fun that it's hard to put it down

Petreley, Nicholas

InfoWorld v20n46 PP: 160 Nov 16, 1998 ISSN: 0199-6649 JRNL CODE: IFW

DOC TYPE: Journal article LANGUAGE: English LENGTH: 1 Pages

WORD COUNT: 734

ABSTRACT: A commentary discusses the Softbook, a leather-bound portable electronic document reader the size of a sheet of paper, averaging about an inch thick. It is a pleasure to look at and to use. It has a backlit, touch-sensitive LCD screen about 2/3 the size of the unit, 3 buttons, a page-turner, and a stylus. It also has a phone jack for its internal 33.6Kbps modem and brightness/contrast controls. The Softbook comes with some sample nonfiction, news articles, general interest stories, and excerpts from Andy Rathbone's reference book, Windows 98 for Dummies. You can search for words or phrases, highlight text, draw on any page, and jump from one highlighted area to the next.

TEXT: WHEN I FIRST GOT my hands on a Softbook, I immediately thought of half a dozen things I wish it could do. If the Softbook were a third-generation device, that would be a bad thing. But the Softbook is barely out of the proof-of-concept stage. And when something is that new, I consider it a very good sign when I get so excited I can't wait for the next version.

The Softbook is a leather-bound portable electronic document reader the size of a sheet of paper, averaging about an inch thick. The design is pure class. It's a pleasure to look at and to use. It has a backlit, touch-sensitive LCD screen about two-thirds the size of the unit, three buttons, a page turner, and a stylus. It also has a phone jack for its internal 33.6Kbps modem and brightness/contrast controls.

The Softbook comes with some sample nonfiction, news articles, general interest stories, and excerpts from Andy Rathbone's reference book, Windows 98 for Dummies, complete with illustrations. I found all of the material very easy to read.

You can search for words or phrases, highlight text, draw on any page, and jump from one highlighted area to the next. Normally you would use the included stylus pen to do most of these tasks, but I almost never needed it. I found I could pull down menus, select options, highlight text, and even draw quite easily with my bare finger.

You can increase the font size, but it was easier to read than a typical paperback novel even when I used the default font. Others might find the size and weight (a bit less than 3 pounds) a problem, but as far as I'm concerned, the Softbook's readability more than made up for the fact that it was larger and heavier than a paperback.

Downloading new content is a no-brainer. You plug the thing into the nearest phone jack, go to the virtual book store, and select the book you want to purchase. Your credit card is automatically charged for the purchases you make. Softbook Press promises its books will be priced at or below the cost of a discount print version. There is enough memory in the Softbook to load about three good-size novels. Books take only a few minutes to download.

But here's where I began to dream. For starters, give me a 10/100Base-T Ethernet adapter. I want to download books in seconds rather than minutes. Another thing I would add is the capability to highlight excerpts from the stored content and upload only those excerpts to my desktop computer. I also want to be able to load it up with any content I like, not just what I can purchase from Softbook. Right now, the closest you can get to loading custom content is to upload plain text to a special site (my .softbook.net) and then download it again into your Softbook.

It's hard to criticize Softbook for the current limitations, though. Until the cost of materials drops far enough to make electronic document readers ubiquitous, the only way Softbook Press can survive is to sell content. That's why Softbook Press sells the Softbook for \$299 but requires you to enter into a two-year contract to purchase at least \$20 worth of content per month.

If that's all Softbook Press could do with the product, I would be a bit pessimistic about the company's future. But Softbook Press has a clever plan. They are also selling the Softbook for a flat \$699, and are now putting the finishing touches on special additional software you can buy that allows you to create your own Softbook-formatted content.

In other words Softbook Press is selling the Softbook as a custom solution for the enterprise. It's terrific if you have employees who need portable disconnected access to frequently changing information, but don't want to lug around a laptop or squint at a Palm Pilot.

That market is the low-hanging fruit that can sustain the company until electronic readers become commonplace consumer devices.

For more information, check the Softbook Press Web site www.softbook.com. You may also want to check out the competition. Everybook has a similar device called the Dedicated Reader (www.everybk.com), and NuvoMedia (www.nuvomedia.com) offers something called the Rocket eBook.

Former consultant and programmer, Nicholas Petreley loves to play with new toys. Send your comments to nicholas_petreley@infoworld.com, and visit his forum at www.infoworld.com.

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COMPANY NAMES:

SoftBook Press Inc

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CLASSIFICATION CODES: 9190 (CN=United States); 5230 (CN=Computer hardware);

9120 (CN=Product specific)

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TS8/9/5

8/9/5 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06879647 Supplier Number: 58275023 (THIS IS THE FULLTEXT)
**Allaire and Phone.com Announce Joint Development Alliance to Power
E-Business On the Wireless Web.**

PR Newswire, p3757
Dec 16, 1999
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1186

TEXT:

Leading Internet Infrastructure Providers Team to Enable Allaire to Offer
Robust, Feature Rich Wireless-Enabled E-Business Platform for
Rapid Development of WAP-enabled Content
CAMBRIDGE, Mass., Dec. 16 /PRNewswire/ -- Allaire Corporation
(Nasdaq: ALLR), a leading independent e-business platform vendor, and
Phone.com, Inc. (Nasdaq: PHCM), a leading provider of software and services
that enable the delivery of Internet-based services to mass-market wireless
phones, today announced a joint development alliance that has resulted in
the availability of a WAP-enabled e-business platform for the development
of innovative applications for Internet-enabled mobile phones, which will
be provided by Allaire. Both companies have collaborated to develop a
solution that leverages the award-winning Allaire E-business platform with
the leading-edge functionality of Phone.com's WAP-compatible UP.SDK(TM)
4.0.

The Allaire E-business Platform is a scaleable, open infrastructure
to build and run businesses on the Web. Through this relationship with
Phone.com, Allaire Platform users are now able to develop and distribute
custom Wireless Application Protocol (WAP)-based applications. This
functionality helps businesses built on the Allaire platform to be prepared
for the growing market of Internet-enabled mobile phones.

Allaire and Phone.com have teamed up to provide rich WAP and
ColdFusion support in their respective software development tools. The
combination of the Allaire E-business platform and the Phone.com UP.SDK 4.0
provide the most comprehensive and powerful environment available for
developing WAP applications. Allaire has incorporated Phone.com developed
tools into its latest release of HomeSite and ColdFusion Studio. Phone.com
UP.SDK users can receive the benefits of the reliable and proven Allaire
e-business platform, as well as an easy-to-use toolkit for developing
custom WAP applications. Existing Allaire customers can further extend
their investment in Allaire's open platform with the addition of new
Web-based applications for mobile phones.

"The e-business revolution is being driven in part by companies that
can simplify and extend the integration of enabling technologies and
standards, such as WAP, into the existing Internet infrastructure," said
Jeremy Allaire, Chief Technology Officer of Allaire. "Allaire and Phone.com
have the technology and the experience to make custom, next-generation
wireless Internet services a reality for mainstream corporations."

Key customers are already implementing the wireless-enabled
e-business platform from Allaire. Go2Systems, Inc. the originator of Go2, a
leading global addressing and locator system designed for the Internet and
portable devices, has already realized considerable productivity and
business benefits from the new platform.

"We were able to convert over 300 Web sites into phone-optimized
sites within four-to-five days," said Dylan Bromby, Director of Wireless
Products for Go2Systems, Inc. "The rapid development cycle and unparalleled

management, flexibility and scalability of the Allaire e-business platform together with the robust WAP support of the Phone.com UP.SDK was critical to our success."

"This relationship provides companies with an ideal platform for rapidly developing innovative applications for the growing number of Internet-enabled mobile phones," said Ben Linder, Vice President of Marketing for Phone.com. "Allaire is a pioneer and leader in developing solutions for successfully conducting business on the Web. Similarly, Phone.com is a pioneer and market leader in enabling the new WAP-based wireless environment. With our combined technologies and expertise, companies now have a premier solution for building a business that is better poised to succeed today and tomorrow."

The Wireless Application Protocol is an open, global specification that enables wireless devices to quickly access Web sites specifically designed for mobile phones and terminals and optimizes the information displayed on the screen of an Internet-enabled mobile phone. Through WAP, the user cannot only access typical public information such as sports, news and email, but also can get encrypted access to corporate applications delivering user-specific information over the wireless network.

Both Phone.com and Allaire are members of the WAP Forum-bringing together industry leaders to develop world standards for wireless information and telephony services on digital and wireless devices.

About Phone.com

Phone.com, Inc. is a leading provider of software and services that enable the delivery of Internet-based information services to mass-market wireless telephones. Using its software, wireless subscribers have access to Internet- and corporate intranet-based services, including Email, news, stocks, weather, travel and sports. In addition, subscribers have access via their wireless telephones to network operators' intranet-based telephony services, which may include over-the-air activation, call management, billing history information, pricing plan subscription and voice message management. Phone.com is headquartered in Silicon Valley, California and has regional offices in Belfast, London and Tokyo. Visit <http://www.phone.com> for more information.

About Allaire Allaire Corporation is a leading independent e-business platform vendor. The company's products, Allaire Spectra, ColdFusion, HomeSite and JRun are used by over 430,000 developers worldwide to build and deploy a broad range of interactive Web applications and public Internet sites. With a network of over 1,800 partners, including system integrators, consultants, Internet service providers, independent software vendors and complementary technology vendors, the Allaire Alliance Partner Program delivers integrated Web application development and business solutions to customers around the world. Headquartered in Cambridge, Massachusetts, Allaire Corporation also has offices in Europe and Asia Pacific and can be found on the World Wide Web at www.allaire.com.

Except for the historical information contained herein, the matters discussed in this news release are forward-looking statements involving risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. Potential risks and uncertainties include, but are not limited to, Phone.com's limited operating history, potential fluctuations in Phone.com's operating results, uncertainties related to the Phone.com's long sales cycle and reliance on a small number of customers, Phone.com's dependence on the acceptance of its products by network operators and wireless subscribers, Phone.com's ability to adequately address the rapidly-evolving market for delivery of Internet-based services through wireless telephones, the need to achieve widespread integration of Phone.com's browser in wireless telephones, competition from companies with substantially greater financial, technical, marketing and distribution resources and the ability of Phone.com to manage a complex set of engineering, marketing and distribution relationships.

Further information regarding these and other risks is included in Phone.com's Form 10-K dated September 24, 1999 and in its other filings with the Securities and Exchange Commission.

This press release contains forward-looking statements that involve a number of risks and uncertainties. Important factors that could cause actual results to differ materially from those indicated by such forward-looking statements include, but are not limited to, our limited operating history, fluctuations in our quarterly results, our ability to gain market acceptance of our products, competition, our ability to integrate any acquisitions, and other risks listed from time to time in our reports filed with the Securities and Exchange Commission, which factors are incorporated herein by reference.

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NAICS CODES: 51121 (Software Publishers)

SPECIAL FEATURES: COMPANY

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